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OFFICE OF THE SECRETARY  
FEDERAL MARITIME COMM

203-011383-022

Fourth Revised Title Page

VENEZUELAN DISCUSSION AGREEMENT  
FMC Agreement No. 203-011383-022  
A Cooperative Working Agreement

Date of Last Republication: None

Expiration Date: None



VENEZUELAN DISCUSSION AGREEMENT  
FMC No. 203-011383-022  
Thirteenth Revised Page No. 2

ARTICLE 1: FULL NAME OF THE AGREEMENT

The full name of the Agreement is the Venezuelan Discussion Agreement (the "Agreement").

ARTICLE 2: PURPOSE OF THE AGREEMENT

The purpose of the Agreement is the authorization of discussion, consultation, agreement and development of consensus in order to foster commerce, service and stability in the Trade while maintaining the parties' freedom of competitive action.

ARTICLE 3: PARTIES TO THE AGREEMENT

Nordana Line  
c/o Weco Agencies (Texas) Inc.  
12777 Jones Road  
Suite 300  
Houston, TX 77070

SeaFreight Line  
2323 N.W. 82nd Avenue  
Miami, Florida 33122

A.P. MOLLER MAERSK LINE  
splanaden 50  
DK 1098 Copenhagen  
Denmark

SEA LAND SERVICE, INC.  
6000 Carnegie Boulevard  
Charlotte, North Carolina 28209

VENEZUELAN CONTAINER LINE C.A.  
8325 N.W. 53<sup>rd</sup> Street  
Suite 221  
Miami, Florida 33166

VENEZUELAN DISCUSSION AGREEMENT  
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Venezuelan/American Maritime Association  
(FMC Agreement No. 202-006190)  
6565 Taft Street  
Suite 201  
Hollywood, Florida 33024

and its member lines:

CONSORCIO NAVIERO DE OCCIDENTE C.A.  
(Seaboard Marine Ltd. as General Agents)  
8050 N.W. 79th Avenue  
Miami, Florida 33166

CROWLEY AMERICAN TRANSPORT, INC.  
P.O. Box 2110  
Jacksonville, Florida 32202-2100

KING OCEAN SERVICES, S.A.  
7570 N.W. 14th Street  
Miami, Florida 33126

SEABOARD MARINE OF FLORIDA, INC.  
8050 N.W. 79th Avenue  
Miami, Florida 33166

AMERICAN PRESIDENT LINES, LTD.  
1111 Broadway, 6th Floor  
Oakland, California 94607

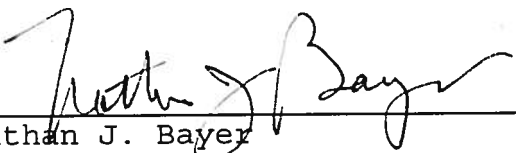
IVARAN LINES  
Newport Financial Center  
111 Pavonia Avenue  
Jersey City, NJ 07310-1755

The foregoing parties are referred to in this Agreement as  
"signatories" or "parties".

VENEZUELAN DISCUSSION AGREEMENT  
FMC No. 203-011383-022

SIGNATURE PAGE

IN WITNESS WHEREOF, the parties to Agreement No. 202-011383 hereby agree this 21<sup>st</sup> day of January, 1999 to amend the Agreement as per the attached pages and to file same with the U.S. Federal Maritime Commission.

  
\_\_\_\_\_  
Nathan J. Bayer  
Counsel to Agreement  
No. 202-011383  
Authorized to Execute  
Modification Pursuant to  
Article 6(b) of Agreement

**ORIGINAL  
PAGE NO.**

**Venezuelan Discussion Agreement  
FMC NO.: 203-011383**

**PARTY:** **A.P. Moller-Maersk Inc.**

**BY:**

*[Handwritten Signature]*  
\_\_\_\_\_  
(Signature)

**NAME:**

*[Handwritten Name]*  
\_\_\_\_\_  
(Print)

**TITLE OR AUTHORITY:**

**DATE:**

**ORIGINAL  
PAGE NO.**

**Venezuelan Discussion Agreement  
FMC NO.: 203-011383**

**PARTY:** Sea-Land Service Inc.

**BY:**

  
(Signature)

**NAME:**

Joseph T. Keegan  
(Print)

**TITLE OR AUTHORITY:**

Senior Vice President, Sea-Land

**DATE:**

Dec. 22, 1998

**ORIGINAL  
PAGE NO.**

**Venezuelan Discussion Agreement  
FMC NO.: 203-011383**

**PARTY:**

**VENEZUELAN CONTAINER LINE, C.A.**

**BY:**

  
(Signature)

**NAME:**

Luis B. Marciano

(Print)

**TITLE OR AUTHORITY:**

Vice - President

**DATE:**

12-17-98